

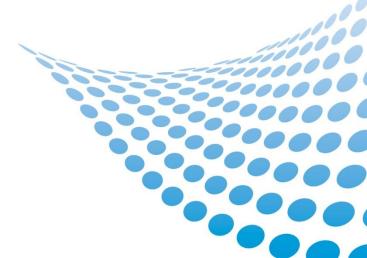
## **Best Practices: Outreach and Race Neutral Efforts**

Office Of Civil Rights

ACHIEVING SAFETY
THROUGH DIVERSITY

**Panel Moderator:** 

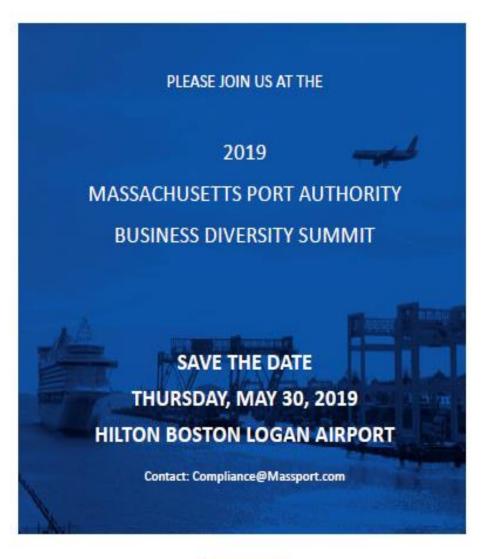
Gene Roth, DBE/ACDBE Compliance Programs Team Lead July 16, 2019



## **Panel Members**

- Ray Blount, Senior Program Administrator/ACDBE, Massport
- Raymond Christy, Airport Senior Planner DBE Coordinator,
   Salt Lake City Department of Airports
- Monica Jimenez, First Deputy Procurement Officer, City of Chicago
- Cathy Jackson, Business Diversity Manager, Dallas Ft.
   Worth International Airport
- Jenee Oliver, Business Diversity & Outreach Manager, Allegheny County Airport Authority

## **MASSPORT**







## **MASSPORT**

#### **AGENDA**

9:00 am	REGISTRATION				
9:30 - 10:30 am	WORKSHOP A Conversation with Massport's Director of Capital Programs & Environmental Affairs, Sam Sleiman and Design/Construction Business Leaders ~ International Ballroom D&E				
11:00 - 12:00 pm	LEARNING CLINICS Airport Concessions Capital Programs Purchasing Real Estate Development	~ Colby Room ~ Amherst Room ~ Dartmouth Room ~ Brandeis Room			
12:00 pm	LUNCHEON	~ International Ballroom			
12:15 pm	WELCOME REMARKS Kenn Turner, Director, Diversity & Massachusetts Port Authority	i Inclusion/Compliance			
12:20 pm	OPENING REMARKS  John Pranckevicius, Acting Chief  Massachusetts Port Authority	Executive Officer			
12:30 pm	KEYNOTE ADDRESS  John F. Barros, Chief of Economic City of Boston	: Development			
12:45 pm	AWARD PRESENTATION Janey Construction Management John Moriarty & Associates	& Consulting, Inc.			
1:15 - 3:00 pm	BUSINESS SPEED NETWORKING	~ New England Ballroom			
3:00 pm	PROGRAM CONCLUDES				





#### PARTICIPATING AIRPORTS

Atlanta, GA Austin, TX Birmingham, AL Boston, MA Charlotte, NC Charlottasville, VA Chicago, IL Cleveland, OH Columbia, SC Columbus, OH Derwer, CO Detroit, MI Pt. Lauderdale-Hollywood, FL Hartford, CT Houston, TX Huntsville, AL Indianapolis, N Los Angeles, CA New Orleans, LA Minneapolis-St. Paul, MN Oldahoma City, OK Phoenix, AZ Portland, OR Salt Lake City, UT San Antonio, TX San Francisco, CA Sea-Tac WA Tampa, FL Tucson AZ Tulsa, OK Wadley, CT Washington, D.C. Wichita, KS

will provide information on how the Airport Concessions be certified to attend.















Why Attend? Participating airports and airport car rental concessionaires will be holding a simultaneous, single-day outreach event to provide contracting opportunities to small businesses.

Join us if you are interested in finding out what these contracting: opportunities are. Find out how certain business certifications can benefit your small business firm with car rental concessionaires. We Disadvantaged Business Enterprise (ACDBE) and other Supplier Diversity certifications can benefit your small business. You do not have to









Joe Ferraro President, Americas

973 496 9736 T 973 496 3215 F Joe-Ferraro@svisbudger.com

On April 30, 2019, 40 airports within the United States have joined together, to proactively host an "Airport Rental Car Supplier Diversity Outreach" day. The mission of the event is to increase opportunities with Airport Concession Disadvantaged Business Enterprises (ACDBE's) and potential ACDBE's in each airport's local market. The approach is simple and is designed, to be extremely impactful for the rental car companies, our airports, and small businesses within each of the airport's communities that we serve. Avis Budget Group, Enterprise Holdings, and Hertz have all committed to participate in each airport's event. This event is at no cost to us; it is the airport's discretion as to how they wish to design their day.

The goal of this event is to produce a "win-win" for the airport's and rental car companies as these properly certified ACDBE vendors help us to satisfy our ACDBE participation goals at each of the respective participating airports. As you are aware, our airports at corporate airport locations contain an ACDBE requirement which sets forth a percentage/compliance, goal that we must attain either with regard to our total spend or total revenue as specified and detailed in each concession agreement. At the present time, it is difficult to attain all of these goals with properly certified vendors. An outreach event, such as this, is designed to bring our company new ACDBE businesses with whom we can potentially partner while at the same time providing us with good faith efforts which are required pursuant to 49 C.F.R. Part 23.

We have prepared a list of our employees who have been assigned to attend and participate at each airport. This list will be distributed via separate e-mail. You can expect that the airports will contact your locations and we are asking you to be familiar with this important event and treat it as a high priority.

If you have any questions, please direct them to Lynn Bocclo, Vice President of Strategic Business and Diversity Relations at 973-496-2174; <a href="https://example.com/lynn.bocclo@avisbudget.com/">https://example.com/lynn.bocclo@avisbudget.com/</a> and/or Susan Petiti, Senior Procurement Specialist at 973-496-2179; <a href="mailto:susan.petitit@avisbudget.com/">susan.petitit@avisbudget.com/</a>.



#### Airport Rental Car Supplier Diversity Outreach

Purpose: Produce a successful outreach event to identify and/or engage companies "ready, willing and able" to fulfill goods/services needs of airport car rental concessionaires. This outline is a boilerplate to be adjusted as needed by the airport to engage program participants and plan the event.

Target Date: April 30, 2019

Sam				

# December - January Identify event participants Car rental concessionaires Representatives from local certifying agency Identify potential event locations Receive airport packet, make plans to participate on January 24th telephone conference call. Identify airport rental car contacts or request list of rental car contacts (Avis, Enterprise, Hertz) Ask rental car contacts to review airport's list of goods / services by NAICS codes (taken from goal methodology). Ask Rental Car contacts for suggestions on potential contracting opportunities, i.e. car transport, towing, auto body shops, security

- Identify UCP representative to present information on certification opportunities, with emphasis on ACDBE certification
- Send out "Save the Date" flyers.
- Conduct site visit
  - Draft possible layouts for tabletops; individual meeting space (if needed); food set up
  - Outline needs signage, tables, chairs
- Preliminary agenda outlined
  - Identify airport executives/elected officials to be in attendance
  - Potential speaker list
- Create and review invite list.
- Marketing plan for event
  - Social media, organizations to engage local chambers, minority business associations, etc.

#### February

- Create checklist of meeting components and assign responsibilities
- Establish system to be used for registration and data collection
  - Eventbrite
  - Constant Contact
  - Google Invite
  - Manual registration; in advance and at the door

	Send	speaker	/partici	pant	invites
--	------	---------	----------	------	---------

Confirm UCP presenter

#### March

- Send out invitations, reminder invitations
- Promote event, i.e. emails, website, through community partner organizations, small businesses
- PROMOTE EVENT
- Track event confirmations.
- Confirm all speakers/participants.
- Order any print collateral.
- Engage photographer
- Determine event goals and data collection.
  - A of firms attended.
  - List of NAICS codes attended
  - A of certified ACDBE / DBE firms.

#### April.

- □ PROMOTE EVENT
- Send press release to local media.
- Confirm food order
- HAVE A SUCCESSFUL EVENT on APRIL 30, 2019

#### May

☐ Email summary of event to <u>carrental workgroup@amac-org.com</u>







## Chicago







## Chicago





## **Allegheny County**



#### **BUSINESS INSTITUTE**

Presents:

#### Meet the Primes



#### ALLEGHENY COUNTY AIRPORT AUTHORITY

Member Jenee Oliver will introduce you to prime contractors from Jacobs Engineering, Michael Baker International, PJ Dick, AECOM, and Turner Construction Company. All are working on the expansion & redesign of the Allegheny County Airport and would like to engage you.

Wednesday, July 24, 2019 11:30A.M. – 1:00P.M. Koppers Building Conference Center 436 Seventh Avenue, Lower Level Conference Room 4 – H. White Room Pittsburgh, PA 15219

Cost: \$10.00 Members, \$20.00 Non-members (Includes Box Lunch)

You must RSVP by; July 19, 2019 412-392-0610 or information@aaccwp.com

Please plan to attend!



## **Allegheny County**



Nine Monday evening sessions starting 1/14/19 and ending 3/25/19 from 5:30 to 8:00pm

In Partnership with The Pittsburgh International Airport, Allegheny County Airport Authority, Jacobs Engineering Group, the Sports & Exhibition Authority, Diversity Business Resource Center, Riverside Center for Innovation, and the US DOT Mid-Atlantic Regional Small Business Transportation Resource Center







The U.S. Department of Transportation Office of Small and Disadvantaged Business Utilization (OSDBU) partners with the Surety and Fidelity Association of America (SFAA)todeliverthe Bonding Education Program. This is a hands-on, multicomponent program designed to address what businesses need to do to become bond-ready, as well as one-on-one sessions with local surety bonding professionals to help in assembling the materials necessary for a complete bond application. This program is tailored to businesses competing for transportation-related contracts with the Terminal Modernization Project.

#### Topics covered include:

- . Construction Firm Business Planning and Management
- . Construction Accounting and Financial Management
- . Financing & Credit
- Project Management, Workforce, and Field Operations
- . Claims and Dispute Resolution
- Estimating and Bidding
- . Joint Venturing/Teaming
- . One-on-ones withbonding agents



Dinner will be served. Off-street parking is available.

















Join both the United States Department of Transportation Office of Small and Disadvantaged Business Utilization, and the Mid-Atlantic Small Business Transportation Resource Center to offer the Bonding Education Program free of charge to qualifying construction firms

> Classes will be held at Riverside Center for Innovation 1st Floor Conference Room 700 River Avenue Pittsburgh, Pennsylvania, 15212

Terminal Modernization Project info: http://pittransformed.com/ | BEP Registration info: https://bit.ly/2Vo5VRg Registration closes Thursday, January 10, 2019

## **Allegheny County**









## **Contact Information**

- Ray Blount, Senior Program Administrator/ACDBE, Massport
  - rblount@massport.com
- Raymond Christy, Airport Senior Planner DBE Coordinator, Salt Lake City Department of Airports
  - Raymond.Christy@slcgov.com
- Monica Jimenez, First Deputy Procurement Officer, City of Chicago
  - Monica.Jimenez@cityofchicago.org
- Cathy Jackson, Business Diversity Manager, Dallas Ft. Worth International Airport
  - cjackson@dfwairport.com
- Jenee Oliver, Business Diversity & Outreach Manager, Allegheny County Airport Authority
  - JOliver@Flypittsburgh.com
- Gene Roth, DBE/ACDBE Compliance Programs Team Lead, FAA
  - Gene.E.Roth@faa.gov